

MAY 14 2004

**Statement of Justification for Al-Mara Farm Inc./ JAPAL, LLC  
Renewal of Special Exemption permit to operate Dairy Farm Tours, Corn Maze and  
Festivals -Category # 9, Class B and Class C**

COMMUNITY DEVELOPMENT  
FAUQUIER COUNTY, VA

Al-Mara Farm Inc. is a family owned and operated, Dairy and Crop farm, located in Midland, Va. The family has owned the property where the main dairy is located since the 1930's. Through out the years the farming operations has expanded to the approximate 300 cow dairy and 1800 acre crop operation. In 2001, to continue to progress and remain viable in Fauquier County, we applied and were granted a Special Exemption permit for a new enterprise of Dairy farm tours, Corn Maze and Festivals to be operated by JAPAL, LLC a limited liability company owned and operated by Jeff and Patricia Ann Leonard, at our primary location in Midland. We would like to continue this enterprise and request a renewal of the Special Exemption permit.

We have outlined our operation as conducted by JAPAL, LLC as follows:

When: We request the same hours for operation as in our original permit.  
Year around- See activities chart  
Monday through Thursday - 9:00 AM to 10:00 PM - Designated for group tours by appointment only  
Friday and Saturday - 9:00 AM to 10:00 PM. - Open to general public- no appointment necessary  
Sunday-12:30 PM to 10:00 PM- Open to general public-no appointment necessary

Who: Open to the public with target audience being families, public and private school children, day care centers, youth organizations and clubs. Expected maximum attendance would be approximately 1000. In the past three years of operation we have not exceed that maximum attendance. We have average cumulative attendance of 5000 per season for last three years.

Employees: 5 Family members that live on the farm  
5 Part time employees. Staffing is base on number schedule for tours or anticipated attendance for special event.

Qualifications: Jeff and Patty Leonard, shareholders of Al-Mara Farm Inc and JAPAL, LLC have the responsibility of managing the farm tours and corn maze project. Jeff has the experience in managing the multitude of tasks associated with operating the 300 cow Dairy herd and the management of 1800 acres. He is responsible for the management of 9 employees of Al-Mara Farm Inc. and has or is currently serving on various boards (i.e. Fauquier country Farm Bureau and Culpeper Farmers Cooperative. Under Jeff's management the farm has be awarded the 1999 Conservation Farmer Award and the 2002 Bay Friendly Clean Water Farm from the John Marshall Soil and Water Conservation District.

Patty has experience in educational promotion through her many years of service on the Fauquier County Fair Board and as a 4-H Leader. She has served as Manager or Co-Manager for the fair while in Marshall and the new location in Warrenton. She served during the transition to the new location and the rebirth of the fair in July of 2000 with an estimated attendance of 8000 visitors in 3 days. The family have hosted tours of the dairy operation to various groups such as schools, day care and youth groups for approximately 18 years.

Government officials, sightseeing groups and foreign visitors have also visited the farm. The past three years of operating the current venture has attracted visitors mainly from the Northern Virginia and Washington D C area. It is estimated that over 50 % of the visitors are from outside Fauquier County. Visitors vacationing from Alaska, Tennessee, North Carolina and Texas, just to name some have visited the farm.

Traffic Impact:

Traffic impact has been minimal in that over 1/2 of the scheduled tours groups that visit Monday through Friday uses busses or large passenger vans. Also, we find many car pooling that bring scouts and church groups. Our hours on the weekends for festivals allow the traffic to be staggered and does not take place during busy work traffic hours. Again, since most are families that visit carpooling is

the norm. Our busiest day to date was approximately 275 school children and parents that arrived on busses with about 20-30 cars. The car traffic arrive and departed at various times through out the day.

Our busiest weekend we had about 200 participants 90 % families, remainder couples. We would estimate that yielded about 60 cars (120 in/out trips) staggered over a 13 hour day. (Open 9 AM- 10:00 PM closing).

What:

Tours of the main farm, spotlighting our Dairy operation. Patrons would walk or ride (Hay ride) on guided tours of the farm. To enhance the main tour the following would also be available:

Antique farm Equipment Display

Farm animal viewing and petting area

Children's play area, consisting but not limited to, straw bale maze, peddle tractor and kart course.

Play ground area with "wood carpet" for safety

"Cow Croquet"- (croquet game with farming motif), etc. Accessory to Spring, Summer & Fall Festivals

"Udder putters"- temporary putt putt golf course with Dairy or Farm motif. Accessory to Spring, Summer & Fall Festivals

Pumpkin patch (seasonal) by right- Pick your own or some pre picked for purchasing

Cut Flowers (seasonal) by right- Cut your own flowers.

Cornfield maze (seasonal)

Selling seasonal produce

Selling cut Christmas trees (seasonal) accessory to Holiday Festival

Ice skating on temporary rink as part of our Winter Festival

Scout/Group overnight tent camps- We have been requested to and would like to offer overnight educational farm camp. Participants would participate in farm chore activities, (i.e. calf feeding (morning and evening), cow milking, bedding, minor animal health care etc.) Discuss and focus on farm environmental issues, learn more in depth about farm history, have more time for in depth educational activities such as making cheese or ice cream and participants might have opportunity to witness birth of a calf. We have 35.8 acres and request to cluster the camp sites to one area so designated on map for the safety of our youth campers.

Train to carry guest to and from Pumpkin Patch and through a section of the corn maze. This would be available for the transport the elderly that are not comfortable with the hay ride and to allow restricted mobility patrons to also enjoy the maze. Also offers flexibility for Dairy Farm tours.

Where:

A: 7900 44 7085 51.41 acres, zoned R1- Main Dairy Operation at 5191 Germantown Rd.

B: 7900 64 8311 35.80 acres, zoned I2- Farm Machinery bld. across the road from 5191 Germantown Rd. Both properties have been used in the farming operation since the 1930's.

Additional Information:

Traffic enters off of Germantown Road and park in designated area on property B. VDOT approved entrance in 2001, and we do not foresee any changes for entrance and exit provided by a 40' entrance way which is already in place for the farming operation. Parking would be in a designated 3-5 acre area in grass field.

Items such as pumpkins, ornament corn, corn shocks, seasonal produce etc. and various souvenirs would be available for purchase depending on season of the year.

Food items such as canned Apple Butter, jams, jellies, etc., along with juices would also be available, also depending on the season of the year.

Food for consumption consist of pre packaged items and sandwiches and drinks would be available for purchase subject to group size and request. We have worked with Virginia Department of Health since 2001 and have obtained all necessary permits when required.

We provide portable toilet and hand washing units for our patrons as a convenience.

We are using a 14' by 36' prefabricated storage shed for our ticket booth, concession stand, gift shop and mini museum, displaying antique butter churns and dairy equipment.

The Leonard Family is committed to enhancing Fauquier County by providing a rare educational opportunity for the public. We feel that a type of Agri-tainment or Agri-Tourism venture is a way that traditional agriculture can help fill the public's demand for recreation and entertainment, yet continue to operate in production agriculture. The interaction we have experienced with our consumer of our product (milk and dairy products) has been educational for both ourselves and our patrons. We have a better understanding of what the non-farming consumer understands about agriculture and we have been able to have an open dialogue about modern agriculture. We also view this as an opportunity to enhance our farming business, by providing an additional income source. After three years in business we are even more committed and excited about the possibilities to enhance this venture and continue to have a presence in Fauquier Agriculture for another generation. We also, feel this is a perfect project to benefit the Agriculture and Tourism industry in Fauquier County.

Please contact me at any time to answer any questions or to provide more information to assist with your decisions. I am looking forward to your favorable response, until then I am

We believe that the proposed use conforms to the provisions of all applicable conditions and do not request any known waivers at this time of submission.

Sincerely,

Patricia Ann Leonard,  
Secretary-Treasurer

Activity	Spring Festival Season	Summer Festival Season	Fall Festival Season	Winter Holiday Festival Season	Closed
	April-May-June	July-August	September-October	November-December	January- March
Dairy Farm Tours	X	X	X	X	Closed
Educational Activities (i.e. Butter making, seed planting)	X	X	X	X	
Corn Maze			X		Closed
Pick Your Own Pumpkins			X		Closed
Cut your own Flowers	X	X	X		Closed
Pedal Tractor/Karts	X	X	X	X	Closed
Cow Croquet /Putt Putt Golf	X	X	X	X	Closed
Temporary Ice Skating Rink				X	
Train	X	X	X	X	Closed
Seasonal Produce Sales **	Strawberries	Corn, tomatoes, etc.	Peaches, Apples	Wreaths, Christmas Trees	Closed
Scout/Group Tent camping	X	X	X		Closed

\*\* These sales are to compliment and be accessory to our activities and have been requested by our previous patrons.